

# Comparisons of Job Characteristics

**Focus Occupation:** Insurance Sales Agents (41-3021)

**Associated Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 96

Focus Occupation: Insurance Sales Agents (41-3021)

Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	20.4	20.5	0	Current knowledge level may be sufficient
Sales and Marketing	5.2	15.1	18.4	>	Current knowledge level is likely sufficient
Economics and Accounting	4.4	14.7	11.6	<<	Extensive education and/or training may be required
Mathematics	9.2	13.5	11.1	<	Expanded education and/or training may be required
Law and Government	5.9	9.8	8.2	<	Expanded education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 96

Focus Occupation: Insurance Sales Agents (41-3021)

Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Active Listening	11.0	14.9	14.0	0	Current skill level may be sufficient
Critical Thinking	10.8	14.5	11.2	<<	Extensive development of skills in this area may be required
Persuasion	7.4	14.2	11.5	<	A higher skill level may be required
Systems Analysis	6.5	10.6	7.3	<<	Extensive development of skills in this area may be required
Negotiation	6.8	9.9	10.5	0	Current skill level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 97			
Focus Occupation: Insurance Sales Agents (41-3021) Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	15.8	14.3	<	Some improvement in abilities may be required
Deductive Reasoning	10.6	13.8	10.5	<<	Extensive improvement in abilities may be required
Speech Clarity	10.2	13.7	11.8	<	Some improvement in abilities may be required
Speech Recognition	9.9	13.4	11.4	<	Some improvement in abilities may be required
Fluency of Ideas	7.6	11.4	8.0	<<	Extensive improvement in abilities may be required
Originality	7.6	10.4	7.6	<<	Extensive improvement in abilities may be required
Mathematical Reasoning	6.3	9.4	8.0	<	Some improvement in abilities may be required
Number Facility	6.3	9.3	7.4	<	Some improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 87
<b>Focus Occupation: Insurance Sales Agents (41-3021)</b> <b>Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)</b>		
Work Activities	Exclusivity of Activity	
Access media advertising services	75	
Compute financial data	53	
Conduct sales presentations	75	
Evaluate degree of financial risk	82	
Fill out business or government forms	42	
Follow contract, property, or insurance laws	70	
Interview customers	71	
Maintain records, reports, or files	5	
Make decisions	24	
Make presentations	13	
Motivate people	89	

Obtain information from individuals	24
Provide customer service	14
Use computers to enter, access or retrieve data	3
Use interpersonal communication techniques	10
Use knowledge of written communication in sales work	69
Use marketing techniques	76

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 94

**Focus Occupation: Insurance Sales Agents (41-3021)**

**Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)**

Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content authoring and editing software	1
Data management and query software	1
Duplicating machines	6
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.